

Intransa in Second VMS Deal This Week

By Steven Titch on September 11, 2009 10:46 AM

In its second integration deal in three days, Intransa announced TimeSight Systems video management solution will be available pre-loaded on its VideoAppliance storage system.

Word of the agreement comes on the heels of a similar pact with Salient Systems announced Wednesday. VideoAppliance is a scalable, out-of-the-box system that combines storage with VMS functions. In addition to Salient, Intransa also offers the product with software from **Milestone Systems, Genetec, OnSSI, JDS Digital Security and Exacq Technologies.**

TimeSight Systems' NVRs reduce the size of video files over time, taking them from highest information in the first few days of recording--the high-risk period when surveillance video is likely to be most needed--and gradually reducing the file size over time and as the risk period declines. Timesight claims to be unique in applying a two-fold process to video lifecycle management (VLM)--dynamic H.264 compression over time- and motion-optimized recording, where more storage capacity is reserved for images containing object in motion. ASIS recognized its VLM approach this week, bestowing the company with an ASIS Accolade award in the run-up to the organization's annual seminar and exhibits in Anaheim next week.

[TimeSight CEO Charles Foley talks about VLM in this exclusive Security Squared video.](#)

Meanwhile, Salient Systems is looking at the Intransa relationship to support its expansion into the national market, Mary Wilbur, marketing director for Salient, wrote in an e-mail.

"While we have been providing VMS software and integrated platforms for many years, we have been known primarily as a regional (Texas and the southeast) company. During the first half of 2009, we hired four experienced people to cover the country," she wrote. "Our business model calls for relationships with certified integrators and reflects the philosophy that we will provide products based open architecture and in support of accepted standards as they become relevant to the customer. One feature we feel strongly about is the ability to support both analog and IP camera technologies to assist customers fully invested in analog cameras migrate to IP camera technology without 'throwing the baby out with the bath water'. To that end, our software is camera agnostic and provides video to users seamlessly."